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NATIONAL TREND OF BUSINESS
Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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JULY 1987 COMPARED WITH JULY 1986

OCCUPANCIES DECLINE SECOND CONSECUTIVE MONTH

The July occupancy rate of 69.7 percent, represents a 0.3 percent decrease from July of last year, the second straight monthly decrease on a seasonally unadjusted basis. Regionally, only the South reported a rise in the occupancy level compared with July 1986, with an increase of 0.4 percent. The Northeast region reports the highest occupancy with a rate of 75.7 percent. The national year-to-date occupancy level through July, 67.4 percent, is 2.1 percent higher than the comparable rate last year.

The average daily rate for July stands at $61.96, a 1.6 percent increase over July 1986. The Northeast region, continuing to have the highest daily rates, $95.72, posted a decrease of 1.4 percent from the previous July. The year-to-date national daily rate for July is $68.24, 3.8 percent higher than last year.

Total sales for all lodging establishments rose 2.2 percent over last July. Year-to-date sales are up 6.4 percent from the first seven months of 1986.

Food and beverage operations indicated a 0.8 percent rise in the number of covers served for July, although F&B sales per occupied room decreased to $28.86 from $28.94 in July 1986. Average receipt per cover stands at $9.38 for the month, up from $9.21 the comparable period last year.

Please note the geographic regions are as follows:

Census Region:

Zone	States included
Northeast	CT,ME,MA,NH,NJ,NY,PA,RI,VT
North Central	IL,IN,IA,KS,MI,MN,MO,NE,ND,OH, SD,WI
South	AL,AR,DE,DC,FL,GA,KY,LA,MD, MS,NC,OK,SC,TN,TX,VA,WV
West	AK,AZ,CA,CO,HI,ID,MT,NV,NM,OR, UT,WA,WY

Census Division:

New England	CT,ME,MA,NH,RI,VT
Middle Atlantic	NJ,NY,PA
South Atlantic	DC,DE,FL,GA,MD,NC,SC,VA,WV
East North Central	IL,IN,MI,OH,WI
East South Central	AL,MS,TN
West North Central	IA,KS,MN,MO,ND,NE,SD
West South Central	AR,KY,LA,OK,TX
Mountain	AZ,CO,ID,MT,NV,NM,UT,WY
West	AK,CA,HI,OR,WA

	Projections	Actual Last Year
SEPTEMBER 1987	62-64%	63.8%
OCTOBER 1987	66-68%	67.2%
NOVEMBER 1987	58-60%	60.9%

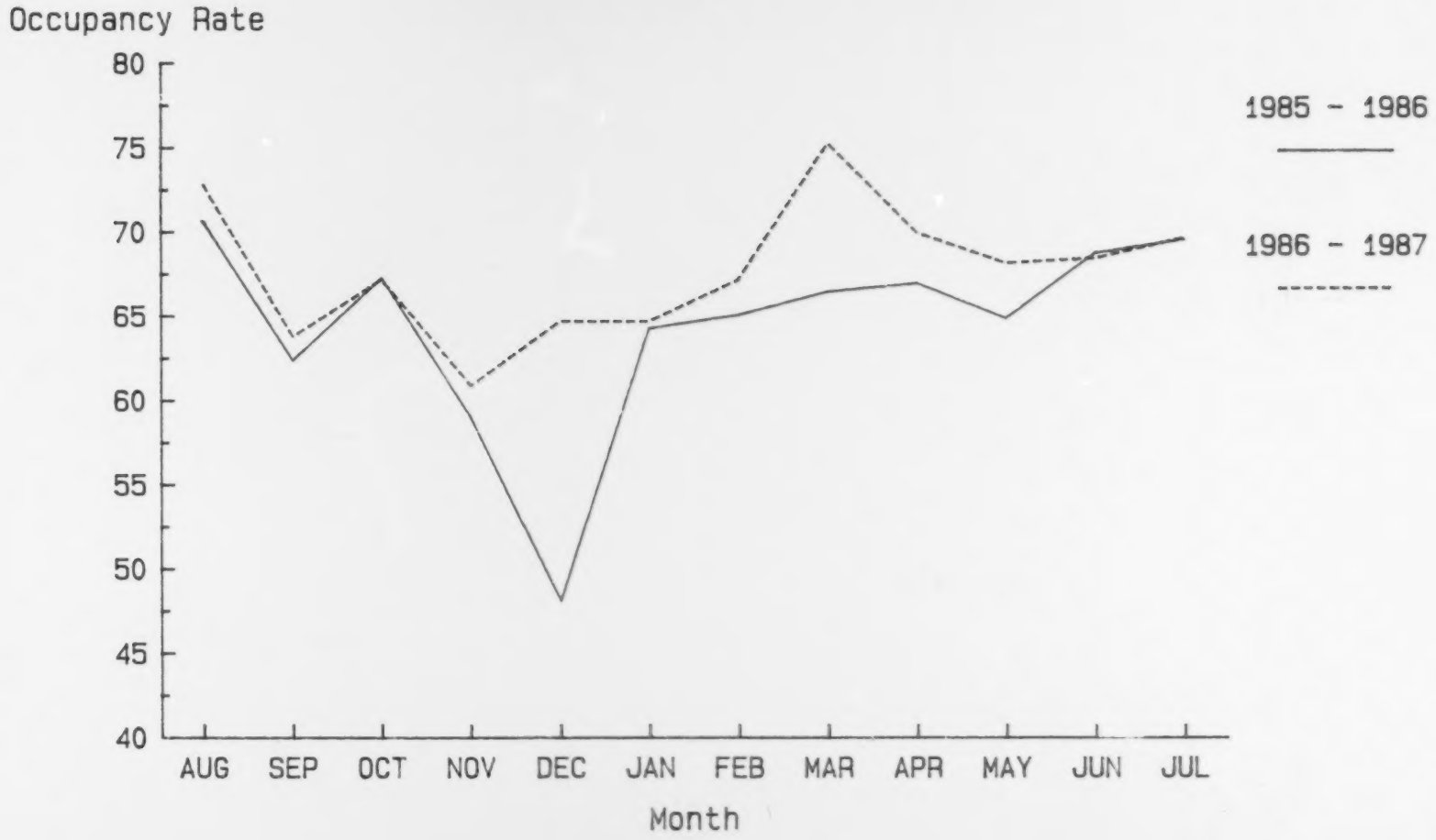
SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

	This Month	Percentage Changes*
TOTAL U.S.A.	66.0%	3.6%
AFFILIATION:		
Chain	66.7	5.0
Independent	62.8	-0.3
CENSUS REGION:		
Northeast	77.2	20.4
North Central	62.1	0.8
South	63.0	4.0
West	69.5	4.2
CENSUS DIVISION:		
New England	72.0	-1.5
Middle Atlantic	79.7	6.4
South Atlantic	68.2	0.3
East North Central	63.1	-1.6
East South Central	64.2	18.2
West North Central	60.7	4.3
West South Central	55.6	7.8
Mountain	55.4	-6.4
West	73.8	5.1
LOCATION:		
Center City	68.3	11.4
Suburban	63.7	3.2
Airport	67.2	2.0
Highway	65.1	2.8
Resort	64.4	-4.6
SIZE:		
Under 150 rooms	62.9	2.9
150 to 299 rooms	62.9	2.9
300 to 600 rooms	67.1	7.9
Over 600 rooms	75.0	6.5
TYPE:		
Hotel	67.8	5.6
Motor Hotel	64.3	3.9
Economy	62.9	-2.5

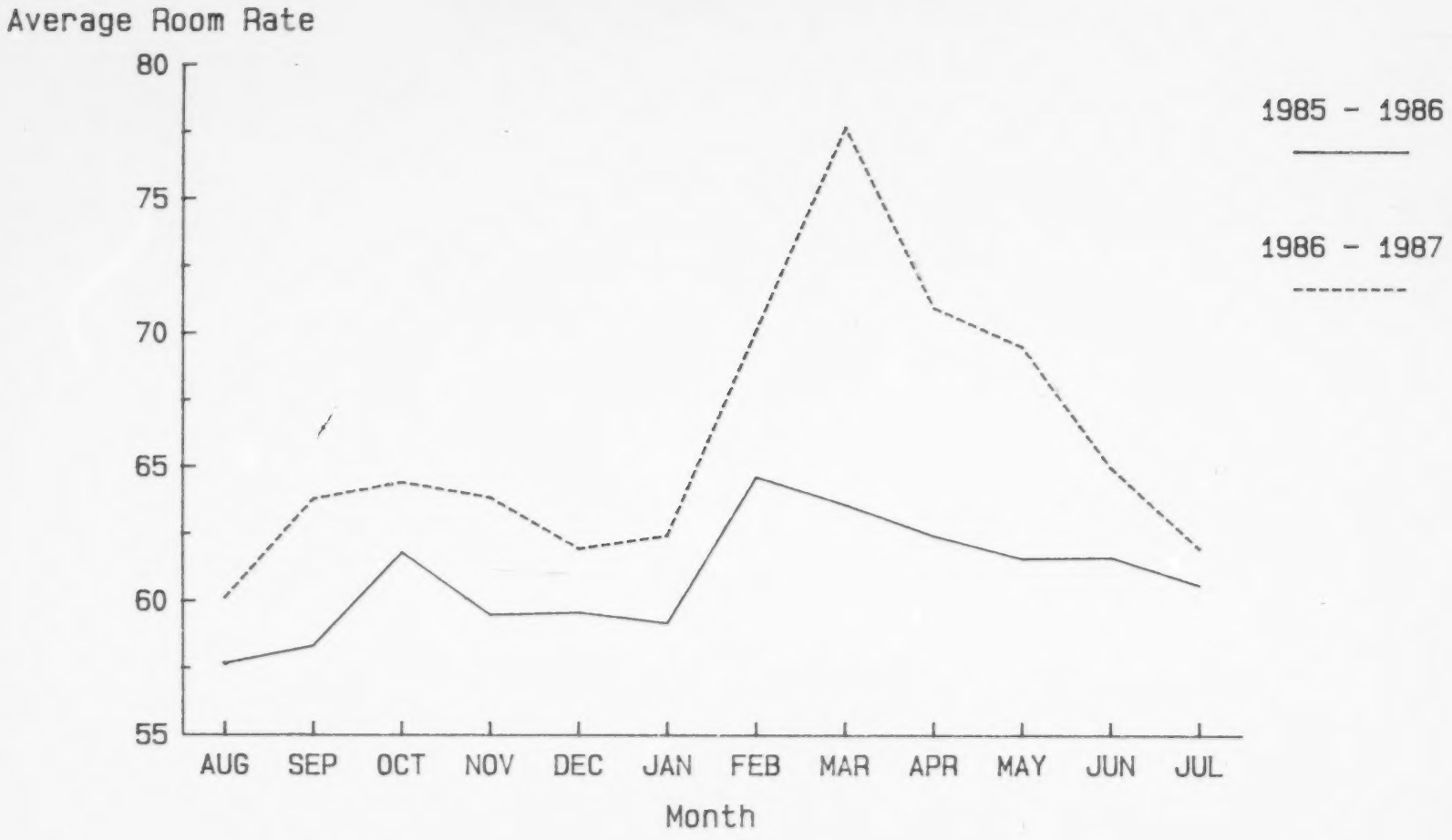
* FROM PREVIOUS MONTH

Mark Lomanno, Director
John Krepelka, Consultant
Research and Development

NATIONAL OCCUPANCY RATE
AUGUST 1985 - JULY 1986
AUGUST 1986 - JULY 1987



NATIONAL AVERAGE ROOM RATE
AUGUST 1985 - JULY 1986
AUGUST 1986 - JULY 1987



ROOMS REPORT - JULY 1987 COMPARED WITH JULY 1986

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
TOTAL	69.7	69.9	80.1	79.1	$ 61.96	$ 60.98	$ 37.70	$ 37.58	$ 14.24	$ 13.94	21.4	21.2
CENSUS REGION:												
Northeast	75.7	77.5	55.5	51.5	$ 95.72	$ 97.07	$ 63.96	$ 66.39	$ 21.10	$ 19.59	21.7	19.9
North Central	69.0	69.5	52.2	50.9	51.50	48.87	35.47	33.78	11.53	11.38	20.3	21.2
South	67.2	66.9	97.2	98.0	54.74	53.73	30.11	29.65	12.95	12.89	21.6	21.9
West	74.9	75.1	78.1	76.3	67.59	64.89	43.40	42.19	12.83	12.64	20.7	21.3
CENSUS DIVISION:												
New England	76.7	74.7	52.9	44.5	$ 81.12	$ 76.24	$ 55.05	$ 55.11	$ 16.93	$ 15.64	20.4	20.9
Middle Atlantic	75.5	78.1	55.9	52.5	98.52	100.78	65.33	67.91	21.82	20.22	21.9	19.8
South Atlantic	71.9	71.1	112.4	115.4	57.41	55.56	28.76	27.68	13.65	13.62	22.1	22.6
East North Central	69.0	69.3	51.7	50.7	53.77	50.01	37.38	34.69	11.99	11.38	20.4	20.9
East South Central	74.3	74.2	35.0	104.2	49.25	48.41	45.77	34.20	8.20	8.31	16.2	16.6
West North Central	69.1	69.9	53.3	51.2	46.69	46.45	31.21	31.67	10.58	11.37	20.0	21.7
West South Central	58.3	59.0	59.7	54.4	49.66	50.51	34.43	36.42	11.98	11.83	21.0	20.8
Mountain	58.8	63.7	58.6	57.2	43.55	43.28	27.16	28.51	12.43	12.67	26.3	26.6
Pacific	79.1	78.2	80.0	78.3	72.21	69.71	44.78	43.41	13.03	12.62	18.9	19.4
AFFILIATION:												
Chain	70.4	70.4	77.3	75.8	$ 60.10	$ 59.54	$ 37.21	$ 37.41	$ 13.55	$ 13.28	20.7	20.5
Independent	66.4	67.2	92.7	93.8	71.92	68.62	39.73	38.29	19.06	18.45	25.8	25.4
LOCATION:												
Center City	67.6	66.9	62.8	58.0	$ 78.18	$ 78.64	$ 51.53	$ 53.49	$ 18.17	$ 17.73	22.3	21.5
Suburban	69.1	71.3	60.4	57.3	53.50	52.16	35.09	34.72	11.20	10.89	19.9	20.0
Airport	69.5	67.6	41.8	39.6	52.67	51.94	40.12	40.06	10.44	10.63	19.1	19.7
Highway	72.8	73.3	102.0	105.2	42.63	41.59	22.59	21.77	8.93	8.54	19.7	20.1
Resort	70.7	71.0	126.9	132.0	70.60	67.57	32.61	31.19	15.12	14.98	22.2	22.4
SIZE:												
Under 150 Rooms	71.5	72.2	78.2	79.5	$ 45.74	$ 44.18	$ 27.30	$ 26.30	$ 12.07	$ 11.73	25.3	25.3
150 - 299 Rooms	68.2	68.2	69.6	71.3	53.18	51.60	33.17	31.90	11.66	11.54	20.8	21.4
300 - 600 Rooms	68.1	67.5	81.0	78.5	67.46	65.54	38.01	37.56	13.05	12.96	19.6	20.0
Over 600 Rooms	72.1	72.9	89.8	86.4	83.84	84.86	46.24	47.63	19.32	18.45	22.4	21.0
TYPE:												
Hotel	68.1	67.1	75.6	72.7	$ 75.09	$ 74.94	$ 44.59	$ 45.45	$ 16.83	$ 16.58	22.4	22.0
Motor Hotel	71.0	72.7	78.8	81.0	47.85	46.78	28.65	27.56	9.38	9.21	18.1	18.3
Economy	76.0	78.3	87.4	88.8	33.95	32.98	20.55	19.78	9.90	9.71	26.4	26.5
All Suites	69.2	67.2	148.7	154.8	68.91	63.80	27.65	26.62	13.66	13.29	20.1	20.5

VARIATION REPORT - JULY 1987 COMPARED WITH JULY 1986

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	2.2	2.4	0.9	2.2	-2.5	5.6	1.4	1.6	-0.3	5.6	2.5	2.2	1.0
CENSUS REGION:													
Northeast	-4.2	-5.1	-2.7	-1.0	-7.0	2.1	-0.4	-1.4	1.7	5.9	9.2	7.7	8.7
North Central	7.3	7.0	6.3	6.7	5.4	15.8	5.7	5.4	3.9	13.4	1.8	1.3	0.4
South	1.7	2.6	-1.6	-0.1	-5.8	4.9	1.0	1.9	-3.7	4.1	0.3	0.5	-1.8
West	8.8	9.0	8.4	8.6	8.0	6.2	4.0	4.2	5.2	7.8	2.8	1.5	2.7
CENSUS DIVISION:													
New England	9.1	8.8	10.5	12.6	4.8	4.8	6.7	6.4	8.5	2.1	6.7	8.2	2.8
Middle Atlantic	-6.2	-7.0	-5.7	-4.2	-9.5	1.7	-1.4	-2.2	-0.3	6.7	9.7	7.9	9.7
South Atlantic	4.3	5.0	1.4	2.7	-2.2	7.7	2.6	3.3	-2.0	6.2	0.9	0.2	-1.4
East North Central	9.3	8.9	8.4	8.7	7.8	17.0	7.9	7.5	5.5	13.9	3.1	5.4	2.4
East South Central	2.4	1.9	3.4	5.1	-1.6	7.9	2.3	1.7	2.0	6.8	-0.8	-1.3	0.9
West North Central	2.5	2.4	1.7	2.4	-0.4	11.1	0.6	0.5	0.2	10.1	-0.3	-6.9	-3.8
West South Central	-4.7	-3.0	-9.2	-7.1	-14.5	-6.4	-3.5	-1.7	-8.5	-5.5	-1.7	1.3	-3.8
Mountain	-5.5	-6.7	-4.9	-2.6	-10.9	8.1	1.9	0.6	2.0	13.6	2.6	-1.9	4.2
Pacific	10.8	11.2	10.0	9.9	10.6	5.3	3.2	3.6	4.9	4.8	3.2	3.2	2.5
AFFILIATION:													
Chain	1.9	1.9	1.2	2.8	-2.8	4.7	0.9	0.9	-0.1	4.7	2.4	2.0	1.0
Independent	3.5	4.7	-0.1	0.3	-1.5	8.4	3.6	4.8	-0.1	9.3	3.7	3.3	2.2
LOCATION:													
Center City	0.6	0.3	-0.5	1.5	-6.3	8.2	-0.3	-0.6	-1.9	7.2	2.5	2.5	1.3
Suburban	2.0	2.2	2.5	5.3	-4.1	-3.7	2.4	2.6	3.5	-2.6	2.9	2.8	2.5
Airport	3.2	4.2	1.4	3.8	-3.7	-1.6	0.4	1.4	-1.8	-4.5	-1.9	-1.8	-4.4
Highway	3.7	3.4	5.6	5.4	6.2	0.7	2.7	2.5	4.3	3.8	5.5	4.6	4.1
Resort	3.9	4.9	0.4	0.1	1.3	8.9	3.5	4.5	-0.8	9.4	2.4	0.9	0.6
SIZE:													
Under 150 Rooms	3.8	4.0	3.6	3.6	2.9	3.1	3.4	3.5	3.1	3.8	2.7	2.9	2.8
150 - 299 Rooms	3.8	4.3	3.5	4.9	0.5	-0.9	2.6	3.1	1.5	-0.6	1.1	1.0	-0.4
300 - 600 Rooms	6.2	6.1	5.6	7.6	0.3	9.4	3.0	2.9	2.4	6.4	0.8	0.7	0.2
Over 600 Rooms	-3.4	-3.3	-6.5	-5.4	-9.9	7.1	-1.3	-1.2	-4.7	9.8	5.5	4.7	3.2
TYPE:													
Hotel	2.3	2.3	1.0	2.3	-2.8	7.5	0.2	0.2	-1.3	5.6	1.7	1.5	0.3
Motor Hotel	1.5	1.6	1.8	2.4	0.2	-1.6	2.1	2.3	3.0	1.4	2.8	1.8	1.3
Economy	0.9	0.9	-13.7	-11.5	-7.5	6.4	3.0	2.9	-8.5	11.5	2.4	2.0	-2.7
All Suites	6.7	9.5	-7.4	-4.7	-12.9	12.2	5.3	8.0	-7.1	9.6	0.2	2.8	-0.6

TREND REPORT JULY 1987 COMPARED WITH JULY 1986

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	2.2	2.4	0.9	5.6	69.7	-0.3	80.1	1.3	$ 61.96	1.6	$ 88.27	1.4
CENSUS REGION:												
Northeast	-4.2	-5.1	-2.7	2.1	75.7	-2.3	55.5	7.8	$ 95.72	-1.4	$131.00	-0.4
North Central	7.3	7.0	6.3	15.8	69.0	-0.7	52.2	2.6	51.50	5.4	76.08	5.7
South	1.7	2.6	-1.6	4.9	67.2	0.4	97.2	-0.8	54.74	1.9	79.83	1.0
West	8.8	9.0	8.4	6.2	74.9	-0.3	78.1	2.4	67.59	4.2	92.05	4.0
CENSUS DIVISION:												
New England	9.1	8.8	10.5	4.8	76.7	2.7	52.9	18.9	$ 81.12	6.4	$122.66	6.7
Middle Atlantic	-6.2	-7.0	-5.7	1.7	75.5	-3.3	55.9	6.5	98.52	-2.2	132.60	-1.4
South Atlantic	4.3	5.0	1.4	7.7	71.9	1.1	112.4	-2.6	57.41	3.3	85.24	2.6
East North Central	9.3	8.9	8.4	17.0	69.0	-0.4	51.7	2.0	53.77	7.5	79.77	7.9
East South Central	2.4	1.9	3.4	7.9	74.3	0.1	35.0	-66.4	49.25	1.7	64.12	2.3
West North Central	2.5	2.4	1.7	11.1	69.1	-1.1	53.3	4.1	46.69	0.5	68.24	0.6
West South Central	-4.7	-3.0	-9.2	-6.4	58.3	-1.2	59.7	9.7	49.66	-1.7	70.04	-3.5
Mountain	-5.5	-6.7	-4.9	8.1	58.8	-7.7	58.6	2.4	43.55	0.6	60.43	1.9
Pacific	10.8	11.2	10.0	5.3	79.1	1.2	80.0	2.2	72.21	3.6	98.13	3.2
AFFILIATION:												
Chain	1.9	1.9	1.2	4.7	70.4	-	77.3	2.0	$ 60.10	0.9	$ 83.59	0.9
Independent	3.5	4.7	-0.1	8.4	66.4	-1.2	92.7	-1.2	71.92	4.8	113.33	3.6
LOCATION:												
Center City	0.6	0.3	-0.5	8.2	67.6	1.0	62.8	8.3	$ 78.18	-0.6	$110.65	-0.3
Suburban	2.0	2.2	2.5	-3.7	69.1	-3.1	60.4	5.4	53.50	2.6	72.25	2.4
Airport	3.2	4.2	1.4	-1.6	69.5	2.8	41.8	5.6	52.67	1.4	76.70	0.4
Highway	3.7	3.4	5.6	0.7	72.8	-0.7	102.0	-3.0	42.63	2.5	53.71	2.7
Resort	3.9	4.9	0.4	8.9	70.7	-0.4	126.9	-3.9	70.60	4.5	112.44	3.5
SIZE:												
Under 150 Rooms	3.8	4.0	3.6	3.1	71.5	-1.0	78.2	-1.6	$ 45.74	3.5	$ 57.35	3.4
150 - 299 Rooms	3.8	4.3	3.5	-0.9	68.2	-	69.6	-2.4	53.18	3.1	75.47	2.6
300 - 600 Rooms	6.2	6.1	5.6	9.4	68.1	0.9	81.0	3.2	67.46	2.9	99.89	3.0
Over 600 Rooms	-3.4	-3.3	-6.5	7.1	72.1	-1.1	89.8	3.9	83.84	-1.2	123.13	-1.3
TYPE:												
Hotel	2.3	2.3	1.0	7.5	68.1	1.5	75.6	4.0	$ 75.09	0.2	$113.49	0.2
Motor Hotel	1.5	1.6	1.8	-1.6	71.0	-2.3	78.8	-2.7	47.85	2.3	62.97	2.1
Economy	0.9	0.9	-13.7	6.4	76.0	-2.9	87.4	-1.6	33.95	2.9	34.89	3.0
All Suites	6.7	9.5	-7.4	12.2	69.2	3.0	148.7	-3.9	68.91	8.0	85.62	5.3

FOOD AND BEVERAGE REPORT - JULY 1987 COMPARED WITH JULY 1986

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	% CHG
TOTAL	$28.86	$28.94	$ 9.38	$ 9.21	0.34	0.34	0.22	0.22	56.5	55.3	$ 7.26	$ 7.15	0.8
CENSUS REGION:													
Northeast	$31.21	$30.68	$12.23	$11.96	0.33	0.30	0.21	0.20	62.7	58.3	$ 10.41	$ 9.62	-3.7
North Central	27.11	26.10	8.28	7.84	0.35	0.36	0.22	0.23	52.0	54.3	5.96	5.95	1.8
South	26.77	27.79	8.67	8.67	0.35	0.35	0.23	0.23	55.7	54.6	6.78	6.81	1.6
West	36.18	34.38	9.94	9.49	0.34	0.33	0.22	0.24	54.5	53.8	6.38	6.36	2.1
CENSUS DIVISION:													
New England	$43.28	$39.89	$11.54	$10.95	0.34	0.35	0.22	0.21	53.2	55.2	$ 8.01	$ 8.09	9.5
Middle Atlantic	29.04	29.14	12.41	12.20	0.32	0.29	0.21	0.20	65.2	59.0	11.04	9.98	-5.9
South Atlantic	28.47	29.05	9.32	9.28	0.35	0.35	0.23	0.24	56.6	56.5	7.34	7.39	3.8
East North Central	27.26	25.84	8.24	7.73	0.35	0.36	0.23	0.25	51.6	53.7	5.96	5.92	3.2
East South Central	13.26	13.00	6.70	5.73	0.36	0.36	0.24	0.25	44.8	45.6	3.92	3.60	-3.8
West North Central	26.76	26.70	8.35	8.08	0.34	0.34	0.20	0.20	52.8	55.4	5.96	6.02	-1.3
West South Central	25.10	27.43	7.32	7.69	0.34	0.35	0.21	0.21	54.3	50.9	5.68	5.80	-2.7
Mountain	23.00	22.54	9.14	8.63	0.36	0.36	0.25	0.26	63.1	62.2	7.90	7.58	-8.1
Pacific	38.48	36.69	10.02	9.58	0.33	0.32	0.22	0.23	50.7	49.9	5.89	5.91	3.2
AFFILIATION:													
Chain	$25.37	$25.40	$ 8.99	$ 8.83	0.34	0.33	0.22	0.22	56.3	55.7	$ 7.06	$ 7.03	2.3
Independent	49.54	49.57	10.82	10.52	0.36	0.35	0.23	0.23	57.1	54.0	8.17	7.66	-4.4
LOCATION:													
Center City	$30.12	$30.71	$11.00	$10.77	0.33	0.32	0.22	0.23	63.2	60.4	$ 9.46	$ 9.12	-1.0
Suburban	23.85	23.05	7.72	7.46	0.36	0.36	0.23	0.23	54.6	55.4	6.01	6.15	4.3
Airport	25.50	25.97	8.56	8.21	0.34	0.35	0.21	0.22	48.1	49.0	5.69	5.69	-1.1
Highway	18.74	17.96	7.11	6.90	0.36	0.35	0.25	0.24	47.1	46.6	4.05	3.93	3.5
Resort	39.12	39.44	9.57	9.54	0.35	0.34	0.22	0.22	52.1	51.3	6.47	6.45	1.1
SIZE:													
Under 150 Rooms	$33.70	$32.69	$ 6.63	$ 7.05	0.38	0.38	0.27	0.27	48.5	48.0	$ 3.88	$ 4.28	10.2
150 - 299 Rooms	24.53	24.16	8.14	7.93	0.36	0.36	0.23	0.24	54.5	55.2	6.46	6.48	1.6
300 - 600 Rooms	28.55	27.88	9.37	8.91	0.34	0.34	0.23	0.22	54.6	55.1	6.83	6.73	2.8
Over 600 Rooms	32.67	34.28	11.78	11.54	0.32	0.31	0.20	0.20	61.8	57.2	10.04	9.29	-5.5
TYPE:													
Hotel	$33.07	$33.51	$10.33	$10.17	0.34	0.33	0.22	0.22	58.7	57.2	$ 8.33	$ 8.22	1.5
Motor Hotel	19.72	19.15	6.74	6.63	0.36	0.36	0.24	0.24	47.5	48.1	4.34	4.38	0.5
Economy	4.41	4.82	*	*	0.40	0.33	*	*	35.8	35.9	*	*	*
All Suites	29.84	32.11	11.00	9.78	0.38	0.38	0.24	0.26	61.4	57.0	10.86	9.04	-18.5

* Insufficient Response

YEAR TO DATE ROOMS REPORT - AS OF JULY 1987

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
TOTAL	67.4	66.0	61.8	59.8	$ 68.24	$ 65.72	$ 45.82	$ 44.72	$ 14.88	$ 14.58	19.9	20.2
CENSUS REGION:												
Northeast	73.4	71.3	43.9	40.3	$101.94	$ 97.66	$ 72.96	$ 71.53	$ 22.86	$ 21.63	21.9	21.6
North Central	61.6	61.6	41.1	40.6	53.75	51.42	40.15	38.54	11.67	11.53	19.6	20.4
South	66.7	65.3	78.8	76.7	63.99	61.94	39.43	38.74	13.10	13.08	18.3	18.9
West	69.5	67.6	52.8	50.8	65.96	63.40	46.78	45.36	14.21	13.99	21.3	21.9
CENSUS DIVISION:												
New England	66.8	65.4	43.0	38.9	$ 78.88	$ 75.87	$ 57.52	$ 56.47	$ 17.93	$ 16.42	22.4	21.5
Middle Atlantic	75.0	72.8	44.1	40.6	106.96	102.39	75.24	73.78	23.86	22.68	21.8	21.6
South Atlantic	72.8	70.3	91.8	90.3	68.96	65.82	38.78	37.29	13.56	13.47	17.9	18.6
East North Central	63.1	62.7	38.5	37.6	55.89	52.50	42.96	40.51	12.16	11.89	19.5	20.5
East South Central	57.7	60.6	39.8	47.7	47.68	45.33	39.14	33.47	9.06	8.77	18.4	18.6
West North Central	58.8	59.5	46.6	46.7	49.47	49.32	34.60	34.78	10.78	10.91	19.9	20.2
West South Central	56.3	56.9	45.9	42.8	53.70	54.65	41.62	43.80	12.24	12.48	19.9	19.7
Mountain	60.2	61.0	46.2	46.1	50.24	48.36	37.72	36.88	12.05	12.44	22.2	23.6
Pacific	72.4	69.8	54.2	51.9	70.06	67.79	48.61	47.17	15.09	14.63	21.0	21.4
AFFILIATION:												
Chain	67.7	66.3	59.4	57.0	$ 66.11	$ 63.85	$ 45.10	$ 44.25	$ 14.30	$ 14.04	19.7	20.1
Independent	66.1	64.8	72.5	72.4	78.44	74.69	48.79	46.62	18.35	17.82	20.6	21.0
LOCATION:												
Center City	65.8	63.5	48.1	44.7	$ 83.38	$ 80.77	$ 59.55	$ 59.09	$ 18.66	$ 18.32	21.3	21.6
Suburban	63.9	63.6	50.0	48.7	57.00	55.30	39.11	38.06	11.67	11.55	19.3	19.6
Airport	70.3	68.6	33.6	31.8	56.53	55.34	44.09	44.06	11.42	11.28	19.5	19.8
Highway	66.9	66.9	74.6	72.1	44.48	43.55	27.14	27.15	9.74	9.42	20.5	20.5
Resort	72.6	70.5	106.1	105.8	85.14	79.99	44.34	41.71	15.48	15.22	17.1	17.8
SIZE:												
Under 150 Rooms	64.9	65.5	64.0	61.9	$ 46.93	$ 45.11	$ 31.18	$ 30.33	$ 12.35	$ 11.87	23.4	23.5
150 - 299 Rooms	65.0	63.9	57.0	55.0	57.57	56.06	37.89	37.38	12.21	12.03	19.9	20.2
300 - 600 Rooms	67.2	64.7	61.7	60.3	74.31	71.54	47.58	46.16	14.07	14.12	18.8	19.6
Over 600 Rooms	73.5	71.4	65.6	62.9	92.56	89.04	57.51	56.23	19.28	18.63	20.1	20.2
TYPE:												
Hotel	68.2	65.9	56.4	54.6	$ 81.73	$ 79.02	$ 54.07	$ 52.82	$ 16.88	$ 16.59	20.2	20.5
Motor Hotel	65.5	65.8	64.4	62.0	48.01	46.83	31.38	31.09	9.89	9.72	18.6	18.9
Economy	66.6	67.4	77.6	76.1	33.30	32.00	21.15	20.09	9.72	9.18	27.6	27.0
All Suites	71.5	67.8	112.0	111.3	77.68	73.77	39.04	37.66	15.03	15.12	17.7	18.8

YEAR TO DATE VARIATION REPORT - AS OF JULY 1987

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.4	7.5	3.1	4.2	-	8.9	2.8	3.8	-0.2	5.8	0.2	2.1	-1.0
CENSUS REGION:													
Northeast	7.0	7.1	6.4	7.8	2.7	7.6	4.2	4.4	3.6	4.7	2.6	5.7	3.4
North Central	4.0	5.7	0.4	1.5	-2.6	7.1	2.9	4.5	-1.0	5.4	1.0	1.2	-0.8
South	4.7	5.7	1.1	2.3	-2.1	9.5	2.3	3.3	-2.2	6.4	-1.6	0.2	-3.2
West	11.0	12.7	6.4	7.0	4.3	10.2	2.4	4.0	1.0	5.9	0.7	1.6	-1.3
CENSUS DIVISION:													
New England	5.2	6.9	2.8	3.7	0.5	2.5	2.3	4.0	-0.2	-0.7	4.4	9.2	1.9
Middle Atlantic	7.3	7.2	7.4	9.0	3.3	8.2	4.6	4.5	4.7	5.5	2.3	5.2	3.8
South Atlantic	7.7	9.1	3.6	4.6	0.9	12.2	3.5	4.8	-1.0	7.7	-0.7	0.7	-1.7
East North Central	7.0	8.8	3.3	4.4	0.3	8.4	4.7	6.5	0.2	5.3	2.0	2.3	1.1
East South Central	-0.9	-0.9	-0.5	2.1	-8.2	-5.4	5.1	5.2	4.6	-1.2	4.4	3.3	3.7
West North Central	-2.0	-0.7	-5.1	-3.9	-8.4	3.6	-1.0	0.3	-3.2	4.6	-0.6	-1.2	-4.2
West South Central	-3.4	-2.7	-5.7	-4.0	-10.3	-0.9	-2.5	-1.7	-6.6	-1.8	-5.0	-1.9	-8.1
Mountain	4.5	3.3	5.2	6.8	0.7	14.5	5.1	3.9	3.3	11.3	-1.4	-3.1	-2.0
Pacific	12.4	14.6	6.6	7.1	5.2	8.9	1.3	3.3	0.4	4.1	1.3	3.1	-1.0
AFFILIATION:													
Chain	5.9	7.1	2.5	4.0	-1.3	7.6	2.4	3.5	-0.7	4.5	-	1.9	-1.1
Independent	8.2	9.1	4.9	5.2	4.1	12.9	4.1	5.0	1.0	10.3	0.9	3.0	-0.4
LOCATION:													
Center City	6.6	7.3	4.1	5.5	0.3	8.7	2.5	3.2	-0.3	4.1	0.7	1.9	-1.0
Suburban	5.2	6.7	0.6	2.7	-4.5	9.1	1.6	3.1	-1.5	6.7	-0.1	1.0	-3.1
Airport	6.0	7.9	0.7	2.5	-3.9	9.8	0.3	2.2	-3.0	7.4	-6.9	1.2	-4.8
Highway	2.1	3.1	-1.0	0.5	-5.3	-1.0	1.1	2.1	-1.7	-0.5	1.4	3.4	-1.9
Resort	9.0	10.8	5.1	5.1	5.2	11.1	4.8	6.4	1.7	7.6	0.9	1.7	1.4
SIZE:													
Under 150 Rooms	4.6	5.1	1.5	2.2	-0.6	7.1	3.6	4.0	1.8	6.1	-5.8	4.0	0.3
150 - 299 Rooms	4.5	6.3	0.1	1.4	-3.2	3.5	0.9	2.7	-2.1	1.7	-1.2	1.5	-3.7
300 - 600 Rooms	8.1	9.5	4.5	5.5	1.5	12.1	2.6	3.9	-0.1	7.4	-0.5	-0.4	-2.0
Over 600 Rooms	6.9	7.7	4.3	5.5	1.1	9.8	3.1	4.0	0.4	6.0	2.4	3.5	1.3
TYPE:													
Hotel	7.1	8.3	3.9	5.0	0.9	11.1	2.3	3.4	-0.3	7.0	-0.2	1.7	-1.3
Motor Hotel	2.4	3.4	-0.4	0.9	-3.9	-2.1	1.4	2.5	-1.2	-2.5	0.7	1.7	-0.2
Economy	5.6	5.3	7.5	5.0	16.8	8.4	4.4	4.1	12.1	9.2	4.8	5.9	6.6
All Suites	12.6	16.2	0.2	1.8	-3.1	10.6	2.1	5.3	-4.9	4.1	-4.9	-0.6	-7.4

- No Change

YEAR TO DATE TREND REPORT - AS OF JULY 1987

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	6.4	7.5	3.1	8.9	67.4	2.1	61.8	3.3	$ 68.24	3.8	$103.10	2.8
CENSUS REGION:												
Northeast	7.0	7.1	6.4	7.6	73.4	2.9	43.9	8.9	$101.94	4.4	$130.61	4.2
North Central	4.0	5.7	0.4	7.1	61.6	-	41.1	1.2	53.75	4.5	85.80	2.9
South	4.7	5.7	1.1	9.5	66.7	2.1	78.8	2.7	63.99	3.3	97.41	2.3
West	11.0	12.7	6.4	10.2	69.5	2.8	52.8	3.9	65.96	4.0	97.45	2.4
CENSUS DIVISION:												
New England	5.2	6.9	2.8	2.5	66.8	2.1	43.0	10.5	$ 78.88	4.0	$133.51	2.3
Middle Atlantic	7.3	7.2	7.4	8.3	75.0	3.0	44.1	8.6	106.96	4.5	154.33	4.6
South Atlantic	7.7	9.1	3.6	12.2	72.8	3.6	91.8	1.7	68.96	4.8	106.01	3.5
East North Central	7.0	8.8	3.3	8.4	63.1	0.6	38.5	2.4	55.89	6.5	88.58	4.7
East South Central	-0.9	-0.9	-0.5	-5.4	57.7	-4.8	39.8	-16.6	47.68	5.2	65.19	5.1
West North Central	-2.0	-0.7	-5.1	3.6	58.8	-1.2	46.6	-0.2	49.47	0.3	80.23	-1.0
West South Central	-3.4	-2.7	-5.7	-0.9	56.3	-1.1	45.9	7.2	53.70	-1.7	79.88	-2.5
Mountain	4.5	3.3	5.2	14.5	60.2	-1.3	46.2	0.2	50.24	3.9	78.32	5.1
Pacific	12.4	14.6	6.6	8.9	72.4	3.7	54.2	4.4	70.06	3.3	102.45	1.3
AFFILIATION:												
Chain	5.9	7.1	2.5	7.6	67.7	2.1	59.4	4.2	66.11	3.5	$ 97.87	2.4
Independent	8.2	9.1	4.9	12.9	66.1	2.0	72.5	0.1	78.44	5.0	128.14	4.1
LOCATION:												
Center City	6.6	7.3	4.1	8.7	65.8	3.6	48.1	7.6	$ 83.38	3.2	$127.10	2.5
Suburban	5.2	6.7	0.6	9.1	63.9	0.5	50.0	2.7	57.00	3.1	82.66	1.6
Airport	6.0	7.9	0.7	9.8	70.3	2.5	33.6	5.7	56.53	2.2	84.45	0.3
Highway	2.1	3.1	-1.0	-1.0	66.9	-	74.6	3.5	44.48	2.1	59.20	1.1
Resort	9.0	10.8	5.1	11.1	72.6	3.0	106.1	0.3	85.14	6.4	138.80	4.8
SIZE:												
Under 150 Rooms	4.6	5.1	1.5	7.1	64.9	-0.9	64.0	3.4	$ 46.93	4.0	$ 59.81	3.6
150 - 299 Rooms	4.5	6.3	0.1	3.5	65.0	1.7	57.0	3.6	57.57	2.7	85.70	0.9
300 - 600 Rooms	8.1	9.5	4.5	12.1	67.2	3.9	61.7	2.3	74.31	3.9	118.34	2.6
Over 600 Rooms	6.9	7.7	4.3	9.8	73.5	2.9	65.6	4.3	92.56	4.0	143.45	3.1
TYPE:												
Hotel	7.1	8.3	3.9	11.1	68.2	3.5	56.4	3.3	$ 81.73	3.4	$130.52	2.3
Motor Hotel	2.4	3.4	-0.4	-2.1	65.5	-0.5	64.4	3.9	48.01	2.5	64.83	1.4
Economy	5.6	5.3	7.5	8.4	66.6	-1.2	77.6	2.0	33.30	4.1	34.38	4.4
All Suites	12.6	16.2	0.2	10.6	71.5	5.5	112.0	0.6	77.68	5.3	102.59	2.1

- No Change

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF JULY 1987

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	% CHG
TOTAL	$38.56	$38.64	$10.78	$10.33	0.32	0.32	0.22	0.22	47.2	47.6	$ 7.04	$ 6.91	0.2
CENSUS REGION:													
Northeast	$43.81	$42.27	$14.52	$13.60	0.29	0.29	0.20	0.20	53.8	54.1	$ 10.72	$ 10.29	1.8
North Central	35.80	36.15	8.62	8.43	0.33	0.33	0.23	0.23	44.8	44.7	5.24	5.23	-0.9
South	35.92	36.71	10.17	9.80	0.33	0.33	0.22	0.22	44.8	45.4	6.41	6.37	-1.0
West	42.58	42.15	10.77	10.37	0.33	0.32	0.22	0.22	47.6	48.5	6.61	6.55	2.1
CENSUS DIVISION:													
New England	$53.97	$54.10	$11.92	$11.64	0.33	0.33	0.22	0.22	47.8	46.6	$ 7.80	$ 7.68	3.1
Middle Atlantic	41.61	39.73	15.30	14.18	0.28	0.27	0.19	0.19	55.5	56.2	11.59	11.04	1.4
South Atlantic	38.27	38.65	10.71	10.15	0.33	0.33	0.22	0.23	43.8	44.2	6.57	6.36	-1.0
East North Central	36.16	36.10	8.48	8.18	0.34	0.34	0.24	0.25	44.9	44.6	5.25	5.17	0.8
East South Central	16.43	15.71	6.92	6.52	0.36	0.36	0.25	0.25	45.5	45.3	4.22	4.19	-1.0
West North Central	35.09	36.20	8.88	8.88	0.32	0.31	0.21	0.21	44.5	45.0	5.22	5.43	-3.9
West South Central	31.82	34.06	9.05	9.18	0.32	0.33	0.21	0.22	48.2	48.9	6.16	6.27	-0.8
Mountain	37.42	36.23	9.01	8.73	0.37	0.36	0.21	0.23	45.3	47.5	5.38	5.64	-0.6
Pacific	43.89	43.71	11.11	10.70	0.32	0.31	0.22	0.22	48.5	48.9	7.05	6.86	2.7
AFFILIATION:													
Chain	$34.83	$35.06	$10.51	$10.08	0.32	0.31	0.22	0.22	47.6	47.9	$ 6.97	$ 6.86	0.2
Independent	57.85	57.25	11.77	11.25	0.34	0.34	0.23	0.23	45.6	46.4	7.36	7.14	0.5
LOCATION:													
Center City	$41.56	$41.69	$12.75	$12.10	0.30	0.30	0.22	0.22	52.9	53.4	$ 9.33	$ 9.08	0.4
Suburban	32.78	33.28	8.70	8.39	0.34	0.34	0.23	0.23	45.6	46.5	5.40	5.42	-0.1
Airport	30.22	31.16	9.06	8.76	0.33	0.33	0.21	0.21	42.7	44.1	5.12	5.25	-0.4
Highway	24.72	25.16	7.96	7.90	0.34	0.34	0.23	0.24	42.4	42.0	4.36	4.53	1.5
Resort	52.19	51.32	11.48	10.99	0.32	0.33	0.22	0.22	41.4	41.4	6.44	6.14	0.1
SIZE:													
Under 150 Rooms	$38.98	$38.28	$ 8.18	$ 8.03	0.36	0.36	0.26	0.27	43.9	44.5	$ 4.65	$ 4.69	-0.1
150 - 299 Rooms	31.76	32.43	8.86	8.64	0.34	0.34	0.23	0.23	46.5	47.4	5.74	5.78	-1.2
300 - 600 Rooms	39.75	39.79	11.07	10.58	0.32	0.32	0.22	0.22	45.8	46.3	6.87	6.71	0.9
Over 600 Rooms	44.01	43.85	13.15	12.47	0.30	0.30	0.20	0.20	49.8	49.7	9.32	9.05	1.0
TYPE:													
Hotel	$43.75	$43.87	$11.56	$11.04	0.32	0.31	0.21	0.22	48.2	48.6	$ 7.67	$ 7.52	0.6
Motor Hotel	23.72	24.01	7.64	7.44	0.35	0.35	0.23	0.22	42.5	42.5	4.54	4.50	-1.0
Economy	6.41	5.72	*	*	0.39	0.36	0.24	0.25	38.7	43.2	*	*	*
All Suites	43.87	46.15	11.77	11.70	0.34	0.34	0.25	0.27	44.9	46.4	7.80	7.87	-1.2

* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF JULY 1987

	OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		ROOM SALES PER GUEST		ROOMS PAYROLL PER OCCUPIED ROOM		ROOMS PAYROLL PERCENT OF ROOMS SALES	
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986
TOTAL	65.4	64.1	59.5	57.6	$ 65.72	$ 63.30	$ 44.98	$ 43.82	$ 14.43	$ 14.18	20.1	20.5
CENSUS REGION:												
Northeast	75.5	72.6	45.1	42.0	$ 97.86	$ 93.39	$ 69.71	$ 67.83	$ 21.24	$ 20.41	21.1	21.2
North Central	62.0	62.3	42.6	42.7	52.73	50.18	39.35	37.37	11.31	11.17	19.5	20.2
South	62.6	61.2	74.8	72.5	60.93	59.26	38.47	38.02	12.91	12.90	19.1	19.6
West	68.0	66.6	52.6	51.1	63.45	61.21	45.44	44.07	13.81	13.54	21.7	21.9
CENSUS DIVISION:												
New England	71.5	69.3	43.9	41.8	$ 78.95	$ 75.93	$ 56.86	$ 55.03	$ 16.47	$ 15.63	20.4	20.1
Middle Atlantic	76.7	73.6	45.4	42.1	103.19	98.29	72.25	70.38	22.49	21.66	21.2	21.5
South Atlantic	68.4	65.1	89.0	86.8	65.33	62.75	37.37	36.26	13.40	13.43	18.7	19.5
East North Central	63.9	63.7	38.9	38.6	55.04	51.29	42.67	39.62	11.73	11.54	19.1	20.3
East South Central	59.3	61.9	40.3	43.2	47.01	45.32	36.85	33.98	8.62	8.37	17.9	17.9
West North Central	59.0	60.1	48.8	49.4	48.82	48.36	34.05	33.94	10.67	10.64	20.1	20.2
West South Central	53.8	55.0	43.8	43.1	53.38	54.13	41.74	43.02	12.34	12.38	20.3	20.0
Mountain	59.7	60.5	47.5	46.8	47.96	46.60	36.12	35.61	11.95	12.07	22.8	23.6
Pacific	70.8	69.9	53.8	52.2	68.00	65.87	47.50	46.01	14.61	14.17	21.4	21.4
AFFILIATION:												
Chain	65.7	64.3	57.1	55.0	$ 64.04	$ 61.87	$ 44.61	$ 43.67	$ 13.90	$ 13.70	19.9	20.3
Independent	64.2	62.9	70.1	69.1	73.93	70.31	46.47	44.43	17.75	17.19	21.4	21.8
LOCATION:												
Center City	65.3	63.3	48.1	45.5	$ 81.01	$ 78.09	$ 57.95	$ 56.90	$ 17.72	$ 17.39	20.9	21.2
Suburban	62.1	62.3	48.7	47.1	55.57	54.02	38.63	37.84	11.43	11.28	19.6	19.9
Airport	68.3	67.1	33.5	32.6	56.28	54.86	44.26	43.61	11.51	11.41	20.0	20.2
Highway	63.9	64.0	71.0	68.4	43.33	42.56	27.33	27.35	9.69	9.46	20.6	20.6
Resort	68.9	69.5	103.5	104.0	79.52	75.72	42.29	40.10	15.36	15.34	18.5	19.3
SIZE:												
Under 150 Rooms	63.2	64.0	63.8	61.7	$ 45.03	$ 43.36	$ 30.17	$ 29.36	$ 11.89	$ 11.39	23.7	23.7
150 - 299 Rooms	62.6	61.9	55.0	53.0	55.46	53.99	37.02	36.42	11.82	11.65	20.2	20.5
300 - 600 Rooms	65.0	62.8	57.7	56.4	72.06	69.62	47.21	45.90	13.94	13.95	19.3	20.0
Over 600 Rooms	72.3	69.2	63.6	61.6	89.83	86.93	56.33	55.15	18.56	18.24	20.1	20.3
TYPE:												
Hotel	67.0	64.5	54.5	53.2	$ 78.65	$ 76.09	$ 52.88	$ 51.51	$ 16.26	$ 16.05	20.3	20.7
Motor Hotel	62.6	63.1	62.2	59.9	47.29	46.23	31.26	31.01	9.81	9.69	19.0	19.3
Economy	64.3	64.8	74.9	72.1	32.30	31.08	21.25	20.28	9.94	9.53	29.7	29.3
All Suites	67.9	64.4	102.5	98.2	74.24	70.37	38.72	37.71	15.54	15.36	19.4	20.2

* Insufficient Response

TWELVE-MONTH VARIATION REPORT - AS OF JULY 1987

	SALES PERCENT CHANGE						SALES PER OCCUPIED ROOM PERCENT CHANGE				PAYROLL PER OCCUPIED ROOM PERCENT CHANGE		
	TOTAL	ROOMS	F&B	FOOD	BEV	OTHER	TOTAL	ROOMS	F&B	OTHER	TOTAL	ROOMS	F&B
TOTAL	6.6	7.6	3.4	4.4	0.9	9.0	2.9	3.8	0.2	5.7	0.6	1.8	-1.0
CENSUS REGION:													
Northeast	8.1	8.7	6.7	8.0	3.5	7.8	4.3	4.8	2.8	3.9	1.6	4.1	1.5
North Central	4.2	5.5	1.0	2.0	-1.9	6.5	3.7	5.1	0.5	5.6	2.2	1.3	0.3
South	4.4	5.3	1.7	2.6	-0.7	7.6	2.0	2.8	-1.5	4.3	-1.2	0.1	-2.9
West	10.9	11.8	5.5	6.2	3.6	15.1	2.8	3.7	1.0	10.3	1.6	2.0	-0.5
CENSUS DIVISION:													
New England	6.3	8.0	3.3	4.2	0.9	8.0	2.3	3.9	-0.9	3.5	2.5	5.4	0.3
Middle Atlantic	8.6	8.8	8.1	9.5	4.5	7.7	4.7	5.0	4.2	3.9	1.4	3.8	1.9
South Atlantic	8.6	9.9	5.0	5.7	3.2	11.2	2.9	4.1	-0.7	5.5	-1.4	-0.2	-2.2
East North Central	7.6	9.2	4.2	5.5	1.2	8.6	5.7	7.3	2.1	6.2	2.8	1.6	2.3
East South Central	-1.9	-2.3	-0.3	2.8	-8.5	-3.0	4.2	3.7	5.0	2.0	3.8	3.0	1.8
West North Central	-1.8	-0.8	-4.9	-3.9	-7.6	3.0	-0.1	1.0	-2.4	4.8	1.2	0.3	-2.7
West South Central	-4.3	-3.8	-5.6	-4.2	-9.3	-3.7	-1.9	-1.4	-4.8	-2.9	-2.0	-0.3	-5.9
Mountain	7.9	4.3	8.3	8.4	7.9	24.1	6.5	2.9	3.7	18.4	2.6	-1.0	-0.5
Pacific	11.6	13.5	4.9	5.6	2.5	7.3	1.5	3.2	0.4	3.2	1.1	3.1	-0.4
AFFILIATION:													
Chain	6.3	7.2	3.0	4.2	-	8.9	2.7	3.5	-0.2	5.5	0.3	1.5	-1.3
Independent	7.9	9.1	4.8	5.1	3.9	9.4	4.0	5.1	1.8	6.9	1.7	3.3	0.7
LOCATION:													
Center City	6.8	7.6	4.3	5.4	1.2	7.7	3.0	3.7	0.3	3.3	0.9	1.9	-0.9
Suburban	3.9	5.5	-0.7	1.2	-5.1	6.9	1.3	2.9	-0.9	6.2	0.6	1.3	-2.3
Airport	6.2	7.3	0.7	2.3	-3.6	7.3	1.5	2.6	-2.0	5.6	-4.6	0.9	-3.6
Highway	1.4	2.3	-1.6	-0.8	-3.9	0.3	0.9	1.8	-1.9	0.5	0.9	2.4	-2.4
Resort	11.3	12.8	7.7	7.5	8.3	13.6	3.6	5.0	1.0	5.9	-0.3	0.1	-0.2
SIZE:													
Under 150 Rooms	3.9	4.3	1.0	1.7	-0.7	6.1	3.5	3.9	2.3	6.4	-2.1	4.4	1.3
150 - 299 Rooms	3.9	5.4	-0.1	0.9	-2.5	2.7	1.2	2.7	-0.9	1.8	-0.3	1.5	-1.6
300 - 600 Rooms	6.9	8.3	3.6	4.7	0.6	9.0	2.1	3.5	-0.1	5.2	0.1	-0.1	-2.1
Over 600 Rooms	9.6	10.1	6.6	7.4	4.6	13.1	2.8	3.3	0.2	6.2	0.6	1.8	-0.6
TYPE:													
Hotel	7.7	8.7	4.4	5.3	1.9	11.1	2.4	3.4	-	6.3	-	1.3	-1.5
Motor Hotel	1.5	2.2	-0.4	0.6	-3.1	-1.9	1.5	2.3	-0.3	-1.5	0.9	1.2	-0.2
Economy	6.8	6.6	5.1	2.9	13.3	7.8	4.1	3.9	7.1	6.5	5.5	4.3	*
All Suites	14.0	17.9	0.3	1.9	-3.1	9.7	1.9	5.5	-4.8	3.4	-4.1	1.2	-5.9

- No Change

TWELVE MONTH TREND REPORT - AS OF JULY 1987

	SALES PERCENT CHANGE				OCCUPANCY PERCENT		DOUBLE OCCUPANCY PERCENT		ROOM SALES PER OCCUPIED ROOM		TOTAL SALES PER OCCUPIED ROOM	
	TOTAL	ROOMS	F&B	OTHER	JUL	% CHG	JUL	% CHG	JUL	% CHG	JUL	% CHG
TOTAL	6.6	7.6	3.4	9.0	65.4	2.0	59.5	3.3	$ 65.72	3.8	$100.00	2.9
CENSUS REGION:												
Northeast	8.1	8.7	6.7	7.8	75.5	4.0	45.1	7.4	$ 97.86	4.8	$143.49	4.3
North Central	4.2	5.5	1.0	6.5	62.0	-0.5	42.6	-0.2	52.73	5.1	83.53	3.7
South	4.4	5.3	1.7	7.6	62.6	2.3	74.8	3.2	60.93	2.8	93.46	2.0
West	10.9	11.8	5.5	15.1	68.0	2.1	52.6	2.9	63.45	3.7	96.34	2.8
CENSUS DIVISION:												
New England	6.3	8.0	3.3	8.0	71.5	3.2	43.9	5.0	$ 78.95	3.9	$131.71	2.3
Middle Atlantic	8.6	8.8	8.1	7.7	76.7	4.2	45.4	7.8	103.19	5.0	146.80	4.7
South Atlantic	8.6	9.9	5.0	11.2	68.4	5.1	89.0	2.5	65.33	4.1	101.39	2.9
East North Central	7.6	9.2	4.2	8.6	63.9	0.3	38.9	0.8	55.04	7.3	87.16	5.7
East South Central	-1.9	-2.3	-0.3	-3.0	59.3	-4.2	40.3	-6.7	47.01	3.7	63.77	4.2
West North Central	-1.8	-0.8	-4.9	3.0	59.0	-1.8	48.8	-1.2	48.82	1.0	77.37	-0.1
West South Central	-4.3	-3.8	-5.6	-3.7	53.8	-2.2	43.8	1.6	53.38	-1.4	80.28	-1.9
Mountain	7.9	4.3	8.3	24.1	59.7	-1.3	47.5	1.5	47.96	2.9	83.20	6.5
Pacific	11.6	13.5	4.9	7.3	70.8	2.8	53.8	3.1	68.00	3.2	100.20	1.5
AFFILIATION:												
Chain	6.3	7.2	3.0	8.9	65.7	2.2	57.1	3.8	$ 64.04	3.5	$ 95.83	2.7
Independent	7.9	9.1	4.8	9.4	64.2	2.1	70.1	1.4	73.93	5.1	120.37	4.0
LOCATION:												
Center City	6.8	7.6	4.3	7.7	65.3	3.2	48.1	5.7	$ 81.01	3.7	$122.73	3.0
Suburban	3.9	5.5	-0.7	6.9	62.1	-0.3	48.7	3.4	55.57	2.9	81.46	1.3
Airport	6.2	7.3	0.7	7.3	68.3	1.8	33.5	2.8	56.28	2.6	85.43	1.5
Highway	1.4	2.3	-1.6	0.3	63.9	-0.2	71.0	3.8	43.33	1.8	58.31	0.9
Resort	11.3	12.8	7.7	13.6	68.9	5.2	103.5	-0.5	79.52	5.0	134.06	3.6
SIZE:												
Under 150 Rooms	3.9	4.3	1.0	6.1	63.2	-1.3	63.8	3.4	$ 45.03	3.9	$ 57.65	3.5
150 - 299 Rooms	3.9	5.4	-0.1	2.7	62.6	1.1	55.0	3.8	55.46	2.7	82.89	1.2
300 - 600 Rooms	6.9	8.3	3.6	9.0	65.0	3.5	57.7	2.3	72.06	3.5	115.12	2.1
Over 600 Rooms	9.6	10.1	6.6	13.1	72.3	4.5	63.6	3.2	89.83	3.3	141.54	2.8
TYPE:												
Hotel	7.7	8.7	4.4	11.1	67.0	3.9	54.5	2.4	$ 78.65	3.4	$126.68	2.4
Motor Hotel	1.5	2.2	-0.4	-1.9	62.6	-0.8	62.2	3.8	47.29	2.3	64.56	1.5
Economy	6.8	6.6	5.1	7.8	64.3	-0.8	74.9	3.9	32.30	3.9	33.19	4.1
All Suites	14.0	17.9	0.3	9.7	67.9	5.4	102.5	4.4	74.24	5.5	98.23	1.9

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF JULY 1986

	F&B SALES PER OCCUPIED ROOM		AVERAGE RECEIPT PER COVER		FOOD COST PERCENT OF FOOD SALES		BEV COST PERCENT OF BEV SALES		F&B PAYROLL PERCENT OF F&B SALES		F&B PAYROLL PER COVER		NUMBER COVERS SERVED
	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	1987	1986	% CHG
TOTAL	$37.75	$37.66	$10.55	$10.14	0.32	0.32	0.22	0.22	46.5	47.1	$ 6.80	$ 6.69	0.5
CENSUS REGION:													
Northeast	$41.82	$40.67	$13.67	$12.95	0.29	0.29	0.20	0.20	50.8	51.5	$ 9.73	$ 9.43	2.9
North Central	36.10	35.93	8.65	8.44	0.33	0.33	0.23	0.23	44.0	44.1	5.23	5.16	-1.0
South	34.99	35.52	10.12	9.76	0.33	0.33	0.22	0.23	44.7	45.5	6.35	6.34	-0.1
West	41.30	41.07	10.46	10.10	0.33	0.33	0.22	0.22	48.1	48.7	6.48	6.39	0.9
CENSUS DIVISION:													
New England	$52.32	$52.77	$11.95	$11.57	0.32	0.32	0.22	0.22	45.5	44.8	$ 7.33	$ 7.29	1.9
Middle Atlantic	38.87	37.29	14.39	13.53	0.28	0.28	0.19	0.19	52.7	54.1	10.62	10.33	3.4
South Atlantic	37.24	37.51	10.61	10.10	0.33	0.33	0.22	0.23	43.7	44.6	6.53	6.38	1.1
East North Central	36.54	35.80	8.56	8.26	0.33	0.34	0.23	0.24	43.9	43.8	5.23	5.12	1.3
East South Central	15.72	14.97	5.65	6.37	0.35	0.36	0.25	0.25	44.7	45.9	4.04	4.21	0.5
West North Central	35.29	36.16	8.81	8.75	0.32	0.32	0.21	0.21	44.2	44.5	5.20	5.21	-5.0
West South Central	32.46	34.09	9.38	9.38	0.33	0.33	0.22	0.22	47.2	47.8	6.20	6.47	-2.7
Mountain	37.49	36.15	8.69	8.57	0.39	0.37	0.21	0.22	46.9	48.8	5.45	5.59	-2.9
Pacific	42.61	42.43	10.83	10.44	0.32	0.32	0.22	0.22	48.6	48.6	6.84	6.68	1.7
AFFILIATION:													
Chain	$34.31	$34.38	$10.24	$ 9.87	0.32	0.32	0.21	0.22	46.8	47.4	$ 6.70	$ 6.62	0.5
Independent	56.48	55.49	11.75	11.19	0.34	0.34	0.23	0.23	45.4	45.9	7.29	7.00	0.5
LOCATION:													
Center City	$40.13	$40.01	$12.16	$11.61	0.30	0.30	0.21	0.22	51.0	51.7	$ 8.66	$ 8.47	0.8
Suburban	32.16	32.46	8.63	8.40	0.34	0.35	0.23	0.23	44.7	45.5	5.28	5.32	-0.8
Airport	30.99	31.62	9.15	8.85	0.33	0.33	0.22	0.22	43.0	44.1	5.30	5.38	-0.7
Highway	25.91	26.42	8.00	7.95	0.35	0.34	0.23	0.23	42.1	42.2	4.44	4.52	-0.7
Resort	51.30	50.78	11.53	11.03	0.34	0.33	0.21	0.22	42.3	42.6	6.52	6.26	2.4
SIZE:													
Under 150 Rooms	$37.65	$36.82	$ 8.13	$ 7.88	0.36	0.36	0.26	0.26	43.0	43.5	$ 4.58	$ 4.55	-1.4
150 - 299 Rooms	31.03	31.32	8.68	8.47	0.34	0.35	0.23	0.23	46.0	46.6	5.60	5.57	-1.2
300 - 600 Rooms	39.33	39.35	10.90	10.49	0.32	0.32	0.22	0.22	45.8	46.4	6.77	6.69	1.1
Over 600 Rooms	43.01	42.91	12.85	12.25	0.30	0.30	0.19	0.20	48.3	49.0	8.78	8.60	2.0
TYPE:													
Hotel	$42.79	$42.79	$11.32	$10.84	0.32	0.32	0.21	0.22	47.3	48.0	$ 7.38	$ 7.24	0.9
Motor Hotel	23.96	24.04	7.67	7.50	0.35	0.35	0.23	0.23	42.6	42.8	4.59	4.59	-1.1
Economy	7.11	6.64	*	*	*	*	*	*	*	*	*	*	*
All Suites	42.02	44.13	11.08	11.31	0.34	0.35	0.25	0.26	45.9	47.3	7.57	7.84	2.8

* Insufficient Response